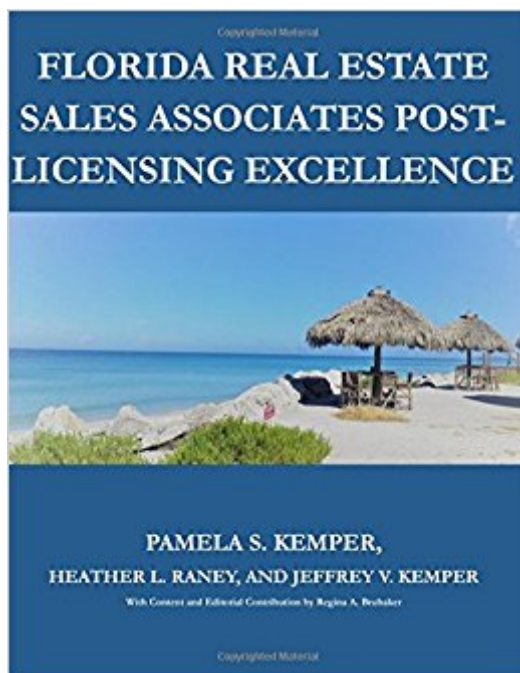


The book was found

# Florida Real Estate Sales Associates Post-Licensing Excellence



## Synopsis

Every real estate sales licensee in the state of Florida is required to take an approved 45-hour post-licensing sales course prior to the first renewal of the licensee's license. This book, Florida Real Estate Sales Associates Post-Licensing Excellence corresponds with Azure Tide's state approved course to meet this requirement. The content of Florida Real Estate Sales Associates Post-Licensing Excellence is based on the authors' own experiences in building a real estate business. It contains heavy emphasis on prospecting for business building opportunities. Furthermore, it teaches agents how to handle buyer and seller objections enabling them to get more listings and sell more houses. It is a great asset for Florida Real Estate licensees needing to fulfill their post-licensing requirements and for those wanting to build a successful real estate business. Florida Real Estate Sales Associates Post-Licensing Excellence, is divided into 4 sections with a total of 16 chapters. SECTION 1 BUSINESS BUILDING, focuses on building a thriving real estate business. SECTION 2 THE DEAL, focuses on successfully taking a deal from contract to closing. SECTION 3 LEGAL ISSUES, focuses on legal issues affecting the practice of real estate. SECTION 4 PROPERTY MANAGEMENT, focuses on providing property management services. This state approved course is required within the licensee's first renewal period to maintain a Florida Real Estate license. It is designed to help a new licensee navigate through the many issues of starting a real estate career.

## Book Information

Paperback: 232 pages

Publisher: CreateSpace Independent Publishing Platform (August 23, 2017)

Language: English

ISBN-10: 1974501426

ISBN-13: 978-1974501427

Product Dimensions: 8.5 x 0.5 x 11 inches

Shipping Weight: 1.5 pounds (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #920,952 in Books (See Top 100 in Books) #179 in Books > Business & Money > Real Estate > Sales

## Customer Reviews

Pamela Kemper is a veteran licensed Florida Real Estate Broker and Real Estate Instructor. She is

the Broker of Azure Tide Realty and owns and teaches real estate courses at her school: Azure Tide Realty All Florida School of Real Estate. She also previously practiced Real Estate in Indiana and Michigan. Plus, Pamela holds a Bachelor of Arts Degree from Manchester College. Heather Raney began practicing real estate in Indiana in 2006 and gained her Indiana real estate broker's license in 2008. Currently, she is licensed as a Florida real estate sales associate with Azure Tide Realty. She is also the student liaison for All Florida School of Real Estate. Plus, she has a law degree from Thomas Cooley Law School. Jeff Kemper is a practicing Florida real estate licensee with Azure Tide Realty. He is a graduate of All Florida School of Real Estate and Florida State University.

[Download to continue reading...](#)

Florida Real Estate Exam Manual for Sales Associates and Brokers 2017 (Florida Real Estate Exam Manual for Sales Associates & Brokers) Florida Real Estate Sales Associates Post-Licensing Excellence Hawaii Real Estate Wholesaling Residential Real Estate Investor & Commercial Real Estate Investing: Learn to Buy Real Estate Finance Hawaii Homes & Find Wholesale Real Estate Houses in Hawaii Florida Real Estate Law and Practice Explained (All Florida School of Real Estate - Florida Real Estate Mastery) (Volume 1) Barron's Real Estate Licensing Exams, 10th Edition (Barron's Real Estate Licensing Exams: Salesperson, Broker, Appraiser) The Smart Real Estate Investor: Real Estate Book Bundle 2 Manuscripts Expert Strategies on Real Estate Investing, Starting with Little or No Money, Proven Methods for Investing in Real Estate The Smart Real Estate Investor: Real Estate Book Bundle 3 Manuscripts Expert Strategies on Real Estate Investing, Finding and Generating Leads, Funding, Proven Methods for Investing in Real Estate Real Estate: 25 Best Strategies for Real Estate Investing, Home Buying and Flipping Houses (Real Estate, Real Estate Investing, home buying, flipping houses, ... income, investing, entrepreneurship) Real Estate: 30 Best Strategies to Prosper in Real Estate - Real Estate Investing, Financing & Cash Flow (Real Estate Investing, Flipping Houses, Brokers, Foreclosure) 2017 Florida Real Estate Exam Prep Questions, Answers & Explanations: Study Guide to Passing the Sales Associate Real Estate License Exam Effortlessly [3rd Edition] Florida Real Estate Principles, Practices & Law (Florida Real Estate Principles, Practices and Law) Florida Real Estate Principles, Practices and Law, 33rd Edition (Florida Real Estate Principles, Practices & Law) Florida Real Estate License Exam Prep: All-in-One Review and Testing To Pass Florida's Real Estate Exam How to Start Your Own Real Estate Photography Business!: A Step-by-Step Guide to Show You How to Begin Your Own Real Estate Photography Business in 14 ... for real estate, photographing houses) A Guide to MAKING IT in Real Estate: A SUCCESS GUIDE for real estate lenders, real estate agents and those who would

like to learn about the professions. Real Estate: Passive Income: Real Estate Investing, Property Development, Flipping Houses (Commercial Real Estate, Property Management, Property Investment, ... Rental Property, How To Flip A House) Infinite Real Estate ROI: The "Silver Bullet" Method of Real Estate Investing to Control Over \$10 Million Worth of Real Estate With No Ca\$h, No Credit and No Partners Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate The Real Estate Sales Secret: What Top Real Estate Listing Agents Do Today to Sell Tomorrow A Revolution in Real Estate Sales: How to Sell Real Estate

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)